

A MEMBER OF THE SEARS FINANCIAL NETWORK



GIOVANNONI &
COOPER REALTY, INC.

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SEP 18 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

412 HEALDSBURG AVE.
HEALDSBURG, CA 95448
BUS. (707) 433-3397
FAX (707) 433-9335

RECEIVED

AUG 31 1992

MAIL BRANCH

August 27, 1992

Office of the Secretary
Federal Communications Commission
ATTN: Docket No. 92-90
1919 M Street N.W.
Washington DC 20554

To whom it may concern:

I would like to urge you not to restrict my ability as a real estate sales associate to use person to person telephone solicitations.

As you know, this is a major part of the success of my livelihood. I believe my associates and myself to be professional and courteous and my customers and potential clients do not complain about feeling harassed as a result of this type of solicitation.

Complaints about this marketing method are extremely low in comparison to other methods such as the use of artificial, computer-generated solicitations. Please do not restrict this marketing tool. I believe it would be a serious handicap to the real estate industry.

Thank you for your consideration.

Respectfully,

Richard Carriger

A MEMBER OF THE SEARS FINANCIAL NETWORK

**COLDWELL
BANKER**

GIOVANNONI &
COOPER REALTY, INC.

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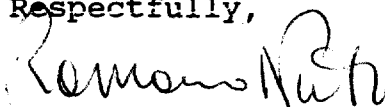
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Romano Nuti

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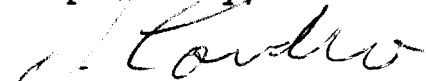
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Joseph Cordero

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IN RE: COMPLAINT
OF
ENT. COOPER REALTY, INC.
VS. CALIF. TELEVISION

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Gene Giovannoni

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ENCL. 1
COMM. FILED
AUG 31 1992

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Respectfully,



Efrain Monico

**COLDWELL
BANKER**

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INFORMATION
ENCL. 1
COMMUNICATIONS SECTION

August 27, 1992

Office of the Secretary
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ATTN: Docket No. 92-90
1919 M Street N.W.
Washington DC 20554

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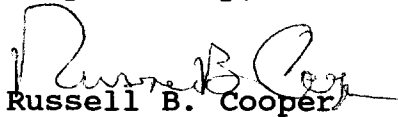
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Thank you for your consideration.

Respectfully,


Russell B. Cooper

Tom Morgan
Licensed Mortgage Broker

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AUG 31 1992

MAIL BRANCH

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

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SEP 18 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

August 24, 1992

Office of the Secretary
Federal Communications Commission
Attn: Docket No. 92-90
1919 M St. N.W.
Washington, D.C. 20554

RE: Docket No. 92-90, Telephone Consumer Protection Act of 1991

Dear Sir/Madam:

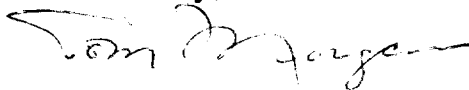
As a Licensed Mortgage Broker and small businessman, I strongly urge you NOT to restrict person-to-person telephone solicitations of residential homes.

By implementing this restriction you will be raising the cost of my doing business, as well as many other small businesses.

In addition, you will, in effect, be raising the cost of bringing valuable services directly to the consumer.

Again, I URGE YOU NOT TO RESTRICT person-to-person telephone solicitation of residential homes.

Sincerely,



Tom Morgan

A MEMBER OF THE SEARS FINANCIAL NETWORK

**COLDWELL
BANKER**

GIOVANNONI &
COOPER REALTY, INC.

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

COMMUNICATIONS SECTION
FEDERAL COMMUNICATIONS COMMISSION
WASHINGTON, D.C. 20541

412 HEALDSBURG AVE.
HEALDSBURG, CA 95448
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FAX (707) 433-9335

August 27, 1992

Office of the Secretary
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ATTN: Docket No. 92-90
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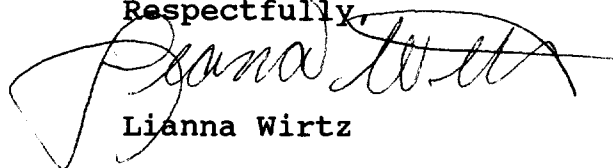
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Thank you for your consideration.

Respectfully,



Lianna Wirtz



Sturgis, Inc.

2115 Plainfield Ave. NE
Grand Rapids, Michigan 49505
Business (616) 363-7783
Business (800) 678-5512
Fax (616) 363-7109

August 26, 1992

Office of the Secretary
Federal Communications Commission
Attn: Docket No. 92-90
1919 M Street, N.W.
Washington, D.C. 20554

Cold calling is of great importance to those of us who work in real estate sales and who deal directly with the public. Also included in this category are stock brokers, insurance agents, charity solicitors, etc.

I cannot begin to tell you how devastating the restriction you are considering in Docket 92-90 would be, in that we no longer could call potential customers in our search for new business.

I have been on the receiving end of many unsolicited home telephone calls, office calls, home door knocking calls, and, frankly find it refreshing that people have the initiative to make a living by doing this.

Please, please do not impose this unnecessary restriction upon us. We already have too many restrictions mandated us by government and society.

Sincerely,

Steven J. Allin

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AUG 31

MAIL BRANCH

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Each Office Is Independently Owned And Operated



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Sincerely,

Keith W. Hall



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Sincerely,


Herbert T. Williams
Realtor Associate

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Sincerely,

Mary H. Bray

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INFORMATION
ELECTRONIC
COMMUNICATIONS

August 26, 1992

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Sincerely,

Jul E. Engel

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INFORMATION
ENCL
CORRESPONDENCE

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Sincerely,

Shellie H. Williams



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Moe Sturgis

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REALTY CORP., REALTORS[®]

8150 LONE STAR ROAD, JACKSONVILLE, FLORIDA 32211 - (904) 725-3222

SANDRA D. WAGNER, GRI, CRS
ASSISTANT VICE PRESIDENT

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

August 26, 1992

MAIL BRANCH

Office of The Chairman
Federal Communications Commission
1919 M Street N.W.
Washington, D.C. 20554

RE: Docket No. 92-90

Dear Chairman Sikes:

It has been brought to my attention that the FCC is drafting regulations to implement the Telephone Consumer Protection Act of 1991.

As a licensed, full-time real estate broker, I am asking the commission to reconsider and not to restrict person-to-person telephone solicitations.

Cold calling is very important to our industry as we rely on it to market homes for sellers and help potential buyers fulfill their dreams of home ownership.

I'm sure you are aware that complaints about this marketing method are low in comparison to other methods of telephone solicitation.

We need your help with this issue. Do not restrict us from a very valuable marketing tool. Please let me know your position.

Sincerely,

Sandra D. Wagner, GRI, CRS
Assistant Vice President

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AUG 31 4 30 PM '92
FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

(407) 830-0079 FAX: (407) 830-0419

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RECEIVED

AUG 31 1992

MAIL ROOM

FINANCIAL
PLANNERS
MORTGAGE
CO. INC.

SUITE 2-I
500 E. SEMORAN BLVD.
CASSELBERRY, FL 32707

Mortgage Brokerage Business

SEP 18 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

August 24, 1992

Office of the Secretary
Federal Communications Commission
Attn: Docket No. 92-90
1919 M. St. N.W.
Washington, D.C. 20554

Re: Docket No. 92-90, Telephone Consumer Protection Act of 1991

To Whom it may concern:

It is my understanding that the above referenced Docket No. 92-90 contains language that would severely restrict person-to-person telephone solicitation of residences. It is my sincere hope you will **NOT** pass any such regulations. I am a small business man who depends on these direct contacts with consumers to bring to their attention the changing economic climates so they can make **informed decisions** as to how and where to invest their money. Unlike computer generated solicitations which generally contain "canned" solicitations, person-to-person contacts are too expensive and labor intensive not to be truly informative and beneficial to the vast majority of consumers contacted. Person -to- person contacts may be expanded or limited by the consumer as he/she may dictate and as any benefits of such call are determined. Without such information being imparted to the consumer via this method, the cost of business for the small businessman will increase and so will the cost to the consumer. This proposed restriction will put many business's out of business, and that's not good for the economy nor the consumer.

Like most other methods of imparting information to the consumer, I understand the complaints are very small versus the number of consumers taking advantage of the benefits offered through this method of advertising.

I request that you do not implement the restriction.

Sincerely,

C.R. Amburn



Tri City Realty Company

1612 East King Avenue
Kingsland, Georgia 31548
Business (912) 729-5321
Fax (912) 729-4488

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INFORMAL COMPLAINTS
ENCL. SECRET DIVISION
COMM. / CAPTION BUREAU

August 27, 1992

Office of the Secretary
Federal Communications Commission
1919 M St. N. W.
Washington, DC 20554

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Dear Sir:

Legislation to ban "cold calls" by Real Estate Agents will cut into the very heart of our profession. Since I began in the business nine months ago "cold calls", or "warm calls" as I refer to them, have become an integral part of my routine. I am not soliciting business when I call, rather, I am offering services and informing the public that I am in the business to assist them in any way I can. Never have I had anyone hang up on me or even complain. Rather, I have made several friends and imparted much information. If the calls are banned, I, and many other agents, will be forced to go door to door which will result in a much greater invasion of property and privacy than calling ever could.

I urge you to vote against Docket No. 92-90, Telephone Consumer Protection Act of 1991 and not restrict my ability to service my area, nor any other realtor's. Your consideration is appreciated.

Yours sincerely,

Joan Wright-Padgett

Joan Wright-Padgett
Sales Associate

JWP/jpm



Each Office Is Independently Owned And Operated



August 20, 1992

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INTERNAL SECURITY
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COMMUNICATIONS SECTION

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Office of Secretary
Federal Communications Commission
1919 M St. - N. W.
Washington, DC 20554

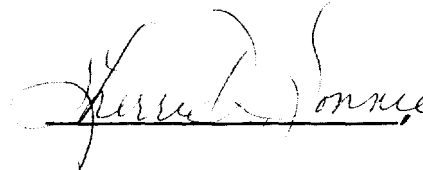
ATTENTION: Docket No. 92-90

Good Morning Secretary:

I urge you not to restrict my ability to earn my living by offering my services by telephone to Sellers of homes.

It is one way Sellers can find out about our services and make a selection as to which Realtor to choose.

Sincerely,

 Harold L. Sonnier, Realtor

cc Roy D. Loach, NAR
777 14th St. N.W.
Washington, DC 20005

jw

CHOICE Realty Partners, Inc.

One Flagg Place • Lafayette, LA 70508 • 318-988-6565 • FAX 318-988-6600 • 800-232-4118



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INFORMATION SERVICES
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August 26, 1992

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Washington, D.C. 20554

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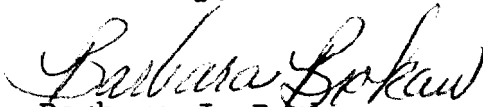
FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Attn: Docket No. 92-90

Dear Secretary:

I am a real estate agent and I use the phone to solicit business. It is a major source of my new business and to restrict my use of the phone to obtain this business would cause me great hardship. Therefore, I urge you not to restrict person-to-person telephone solicitation at least with regards to real estate. Thank you for your consideration.

Sincerely,


Barbara J. Brokaw

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August 26, 1992

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Washington, D.C. 20554

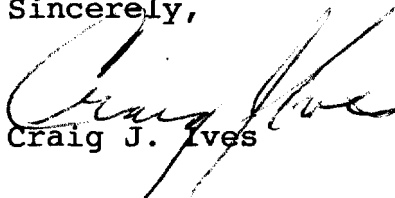
FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Attn: Docket No. 92-90

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Sincerely,


Craig J. Ives